



# MARYLAND'S INCUBATOR UPDATE

*Nurturing Maryland's Technology Future*

**Most Recent News on Maryland's Business Incubators**  
**Presented by the MBIA ([www.MDBusinessIncubation.org](http://www.MDBusinessIncubation.org))**

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## **INCUBATOR NEWS**

### **Emerging Technology Center (ETC) Baltimore, MD**

[www.etcbaltimore.com](http://www.etcbaltimore.com)

Contact: Ann Lansinger, email: [annlansinger@etcbaltimore.com](mailto:annlansinger@etcbaltimore.com)

#### ***New and Noteworthy:***

- **Expression Pathology, Inc. (EPI)**, has concluded an agreement to obtain an investment of \$50,000 from the company's president and CEO, Casimir Eitner. In addition, the company has obtained an indication of interest in pursuing due diligence toward a seed-stage investment from two investment sources. EPI pioneers technologies and products that enable sensitive, quantitative high-throughput analysis of proteins in human clinical material.

### **Maryland Technology Development Center (MTDC) Rockville, MD**

[www.mdhitech.org/entrepreneur](http://www.mdhitech.org/entrepreneur)

Contact: Duc Duong, email: [dduong@md.hitech.org](mailto:dduong@md.hitech.org)

#### ***New Tenant:***

- **Satel, LLC** – Leonard Schuchman, founder  
**Satel** provides planning and research services in the areas of space and aeronautical telecommunications and navigation. The company is currently supporting NASA in the development of a next-generation satellite system and next-generation communication system.

#### ***Graduate News:***

- **Khera Communications, Inc.**, has graduated from the MTDC and moved its operations to Choke Cherry Road in the Shady Grove area of Montgomery County. The company, which has been located in the MTDC since November

2000, develops email newsletter and spam filtering solutions for small businesses and non-profit organizations. Khera Communications recently launched a new spam filtering service, FilterPoint.com, and has during the past three years become a leader in the permission-based electronic marketing industry with its MailerMailer service. Khera Communications also has an office in Bangalore, India.

- **Panacea Pharmaceuticals**, a biopharmaceutical company that focuses on using functional genomics and proteomics to develop therapeutic agents and diagnostic tests, has signed a License & Service Agreement with SRL, Inc., of Tokyo, Japan. The agreement will enable SRL to develop and commercialize cancer diagnostic tests in Japan. The tests will be based on Panacea's HAAH Oncology Program, which targets the enzyme human aspartyl (asparaginy) Beta-hydroxylase or HAAH. SRL is the largest reference laboratory services organization in Japan, with more than 2,500 employees and 4,000 items on their test menu.

**techcenter@UMBC**

**University of Maryland, Baltimore County**

<http://www.umbc.edu/techcenter>

Contact: Walt Schulz, email: [wschulz@umbc.edu](mailto:wschulz@umbc.edu)

***New and Noteworthy:***

- **Next Breath, LLC**, has been selected to receive a Maryland Industrial Partnerships award. Next Breath is a contract pharmaceutical research and development organization that is dedicated to pre-clinical identification and evaluation of commercially-viable respiratory and nasal drug delivery platforms.
- Hillol Kargupta, president of **Agnik, LLC**, and his team won the 2003 Institute of Electrical and Electronics Engineers (IEEE) Best Paper Award for their work in Privacy-Preserving Distributed Data Mining, beating 500 other papers submitted to the International Conference on Data Mining (ICDM) in Melbourne, Florida. Baltimore-based Agnik, LLC develops software and provides consultancy services in the area of mobile and distributed data analysis.

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## UPCOMING EVENTS

### TEDCO – MTTF Briefings

TEDCO will hold two informational briefings this month to present details of its Maryland Technology Transfer Fund (MTTF) program. The first briefing will be held at TEDCO's Columbia offices on **Friday, Jan. 9, 2004** from 2 p.m. to 3:30 p.m. The second will be held at the Chesapeake Innovation Center (CIC) in Annapolis on **Friday, Jan. 23, 2004** from 2 p.m. to 3:30 p.m. The briefings will teach companies how to use one of TEDCO's capital programs, the MTTF, to help transfer technology from Maryland universities and federal laboratories to the marketplace. The program will include a description of the MTTF program, eligibility requirements, guidelines for effective proposals, proposal submission and review process and the terms of the agreement, among others. Cost is free, but registration is required.

For more information and to RSVP, contact Linda Saffer at 410-715-4175 or [info@marylandtedco.org](mailto:info@marylandtedco.org).

### TEDCO & Army Research Laboratory Technology Partnering Showcase

TEDCO and the Army Research Laboratory (ARL) will host "Providing a Competitive Advantage Through Innovative Nanotechnology," a technology partnering showcase, on **Tuesday, Feb. 3, 2004** from 7:45 a.m. to 2:30 p.m. at ARL. The showcase will feature presentations by researchers from ARL, who will highlight their inventions for commercial applications. Tech transfer officials will present state and federal funding programs for support of tech transfer projects, and Paratek Microwave, a private company, will present its success story with patenting technology from ARL.

Cost of the event is \$40 per person and the registration deadline is Tuesday, Jan. 27, 2004. To register, visit [www.mdhitech.org](http://www.mdhitech.org). Important Note: Please register early. Registration is limited to U.S. citizens representing U.S.-owned companies. Admission will be limited to pre-registrants with valid photo ID. No walk-ins or substitutions allowed. No recorders, cameras or phones with cameras are allowed. For more information on registration, contact Angie Bergeron at

240-453-6267 or [abergeron@mdhitech.org](mailto:abergeron@mdhitech.org). For more information on the showcase, visit [www.MarylandTEDCO.org/programs/federal\\_labs.html](http://www.MarylandTEDCO.org/programs/federal_labs.html).

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## **MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO)**

**[www.MarylandTEDCO.org](http://www.MarylandTEDCO.org)**

### **The State of Maryland Announces Two Researchers Each Receive Nearly \$50,000 from TEDCO's University Technology Development Fund**

The State of Maryland announced that two researchers received almost \$50,000 each from TEDCO's UTDF. The first award, of \$49,689, was given to Dr. K. Sree Kumar, a researcher at the Uniformed Services University of the Health Sciences' (USUHS) Armed Forces Radiobiology Research Institute. The second award, for \$49,274 was presented to Dr. Charles Nicholas of the University of Maryland, Baltimore County (UMBC).

Dr. Kumar's award is a first for USUHS, a Bethesda-based institution of higher education and research established by the United States Congress in 1972. The money will enable Dr. Kumar as Principal Investigator and his colleagues, Dr. Gyorgy Petrovics and Dr. Shiv Srivastava, at the Center for Prostate Disease Research (a USUHS program administered by the Henry M. Jackson Foundation for the Advancement of Military Medicine (Foundation)) to expand on their research entitled "Protectant for Normal Tissue During Radiotherapy of Prostate Cancer." While research is still in the testing stage, preliminary studies show that the protectant compound, which is created from a base of vitamin E, prevents tissue damage caused by radiation therapy.

UMBC researcher Dr. Charles Nicholas received the second UTDF award, for \$49,274. Dr. Nicholas is developing a network switch that will facilitate communication between clusters of computers.

Memory power of supercomputers is in demand, but because of their high cost many smaller companies have turned to a less expensive alternative—clustering together individual computers and combining their memories into one. Dr. Nicholas's network switch will enable companies to take this idea a step further, connecting together the separate clusters for even higher memory capabilities.

For more information on the UTDF, please contact Steve Fritz at 410-715-4166 or Linda Saffer at 410-715-4175, or visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

### **Governor Ehrlich Announces Technology Partnership with the National Institute of Standards and Technology**

Governor Robert L. Ehrlich, Jr. announced that the State of Maryland signed a Memorandum of Understanding (MoU) with the Commerce Department's National Institute of Standards and Technology (NIST). The MoU is designed to increase technology transfer initiatives between the institute and the State's small businesses and universities.

NIST, an agency of the Commerce Department's Technology Administration with a 2003 budget of \$864 million, has the unique mission to develop and promote measurement, standards, and technology to enhance productivity, facilitate trade, and improve quality of life. NIST develops technologies, measurement methods and standards that help U.S. companies compete in the global marketplace. NIST employs 3,000 people at two locations: a 578-acre site in Gaithersburg, Md., and a 208-acre campus in Boulder, Colo.

The MoU defines that the relationship between NIST and TEDCO will focus on mutually-beneficial links by identifying activities that will leverage the capabilities and resources of NIST, Maryland technology-oriented small businesses and leading institutions of higher education. NIST will identify technologies that are available for licensing as well as provide guidance and support on procedures for submitting a license application.

This agreement is part of the Federal Lab Partnership Program (FLPP). The program is designed to increase the collaboration between Maryland companies and federal research laboratories by matching the labs' capabilities and technical skills with companies/entrepreneurs to help them develop technology-based products and services. Along with

the FLPP, TEDCO has several funding programs available to aid the growth of the high tech industry within the state of Maryland.

For more information on the FLPP or other funding programs, please visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

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*The Maryland Technology Development Corporation (TEDCO) has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and the development of technology-based businesses. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.*

*MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.*

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